

Message Text

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ACTION EA-10

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P R 260328Z JUN 75
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TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 1144

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FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: TC AUGUST SHOW - SOLICITATION SUMMARY REPORT
- JUNE 26, 1975

REF: TELECON WELCH/MILES JUNE 24, 1975

I. PA'S REC'D FROM OIM - TWO: (1) PERRY OCEANOGRAPHICS AND
(2) SPERRY MARINE SYSTEMS (COOPERATOR).

II. PA'S REC'D LOCALLY - SEVEN: (1) COLEMAN INSTRUMENTS;
(2) MARTEK INSTRUMENTS; (3) MERIAM INSTRUMENTS; (4) MARUBUN
CORP REP SENTING (A) HELLE ENGINEERING, (B) YMOTORDLA,
(C) PLESSEY ENVIRONMENTAL, AND (D) BENTHOS; (5) SUNNY LTD
REPRESENTING (A) HASKEL ENGINEERING, (B) MAROTTA SCIENTIFIC,
AND (C) WICHITA CLUTCH; (6) TOKYO ELECTRON LAB REPRESENTING
(A) ROLM CORP AND (B) TIME/DATA CORP; AND (7) TOKYO TRADING
REPRESENTING (A) EG AND G, (B) ITHACO, AND (C) RAYTHEON.

III. PA'S EXPECTED FROM OIM - TWO: (1) INTERSTATE
ELECTRONICS AND (2) SCHAEVITZ ENGINEERING.

IV. PA'S TO BE SUBMITTED TC - ONE: AMETEK STRAZA DIV
(COOPERATOR). DOCUMENTS DUE JUNE 26.

V. TC OFFICIALLY CLOSED SOLICITATION WITH 12 PARTICIPANTS
INDICATED IN POINTS ONE THROUGH FOUR ABOVE, PLANS TO
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ACCOMMODATE ALL EXHIBITS ON FIRST FLOOR AND ESTABLISH

PRESENTATION ROOM/NEGOTIATION ROOMS SECOND FLOOR.
JAPANESE AGENTS HAVE BEEN INFORMED ACCORDINGLY.
REQUEST OIM CONTACT FOUR PARTICIPANTS LISTED IN POINTS
ONE AND THREE TO ASCERTAIN IF THEY WILL USE PRESENTATION
ROOM FOR TECHNICAL SEMINAR/FILM OR SLIDE SHOWING AND
CONFIRM EXHIBITION SCOPE WITH U.S. PRINCIPALS AS REQUIRED.
TC WILL CONDUCT LIMITED PROMOTION RE SEMINARS IF
PARTICIPATION WARRANTS.

VI. ALL PENDING COMPANIES (1) GENERAL OCEANICS, (2) IONICS,
(3) MITCHEL/TELEDYNE AND (4) METRODATA, CAN BE ACCOMMODAT-
ED IF THEY DECIDE TO PARTICIPATE WITH UNDERSTANDING THAT TC
MAY NOT BE ABLE TO INCLUDE THEIR NAMES IN SHOW CATALOG.

VII. PLS ADVISE EXHIBITION CATALOG INFORMATION FOR
INTERSTATE ELECTRONICS VIA RETURN PRIORITY CABLE, I.E.,
CORRECT COMPANY IDENTIFICATION AND ADDRESS, NAME AND
TITLE OF U.S. COMPANY REPRESENTATIVE ATTENDING EXHIBITION,
PRODUCTS TO BE EXHIBITED, SUMMARY OF COMPANY
HISTORY AND PRODUCT FEATURES. ADVISE ASAP.
HODGSON

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